

ADDRESSES BEFORE THE SOUTHERN COMMERCIAL CONGRESS

ADDRESSES

DELIVERED AT THE FIFTH ANNUAL CONVENTION
OF THE SOUTHERN COMMERCIAL CONGRESS, HELD
IN MOBILE, ALA., OCTOBER 27-29, 1913

By

THE PRESIDENT OF THE UNITED STATES
THE MINISTER OF COSTA RICA
THE MINISTER OF BOLIVIA
THE MINISTER OF PERU
THE MINISTER OF PANAMA
THE CONSUL GENERAL OF BRAZIL
THE DIRECTOR GENERAL OF THE
PAN AMERICAN UNION

TOGETHER WITH A
LETTER FROM

THE SECRETARY OF STATE

REPORTED BY MR. FLETCHER

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LETTER TO THE PRESIDENT OF THE SOUTHERN COMMERCIAL CONGRESS.

THE SOUTHERN COMMERCIAL CONGRESS,
Washington, D. C., February 2, 1914.

HON. DUNCAN U. FLETCHER,
President the Southern Commercial Congress,
Washington, D. C.

DEAR SENATOR FLETCHER: Herewith I am transmitting to you a copy of the address delivered by the President of the United States, letter of the Secretary of State, and the addresses delivered by the ministers of Costa Rica, Bolivia, Peru, and Panama, to the United States, the consul general of Brazil at New York, and the director general of the Pan American Union, at the Fifth Annual Convention of the Southern Commercial Congress, held in Mobile, Ala., October 27 to 29, 1913. Secretary Bryan was detained in Washington by official duties, but his paper is included.

Resolutions, unanimously adopted, pertaining to Latin American relations are also included.

Respectfully submitted.

CLARENCE J. OWENS,
Managing Director.

ADDRESSES BEFORE THE SOUTHERN COMMERCIAL CONGRESS.

The fifth annual convention of the Southern Commercial Congress, held at Mobile October 27-29, 1913, was called to order at 10 a. m., October 27, by its president, Senator Duncan U. Fletcher, who introduced the President of the United States.

ADDRESS OF HIS EXCELLENCY THE PRESIDENT OF THE UNITED STATES, THE HONORABLE WOODROW WILSON.

The President spoke as follows:

YOUR EXCELLENCY, MR. CHAIRMAN: It is with unaffected pleasure that I find myself here to-day. I once before had the pleasure, in another southern city, of addressing the Southern Commercial Congress. I then spoke of what the future seemed to hold in store for this region, which so many of us love and toward the future of which we all look forward with so much confidence and hope. But another theme directed me here this time. I do not need to speak of the South. She has, perhaps, acquired the gift of speaking for herself. I come because I want to speak of our present and prospective relations with our neighbors to the south. I deemed it a public duty, as well as a personal pleasure, to be here to express for myself and for the Government I represent the welcome we all feel to those who represent the Latin American States.

The future, ladies and gentlemen, is going to be very different for this hemisphere from the past. These States lying to the south of us, which have always been our neighbors, will now be drawn closer to us by innumerable ties, and I hope, chief of all, by the tie of a common understanding of each other. Interest does not tie nations together; it sometimes separates them. But sympathy and understanding does unite them, and I believe that by the new route that is just about to be opened, while we physically cut two continents asunder, we spiritually unite them. It is a spiritual union which we seek.

I wonder if you realize, I wonder if your imaginations have been filled with the significance of the tides of commerce. Your governor alluded in very fit and striking terms to the voyage of Columbus, but Columbus took his voyage under compulsion of circumstances. Constantinople had been captured by the Turks and all the routes of trade with the East had been suddenly closed. If there was not a way across the Atlantic to open those routes again, they were closed forever, and Columbus set out not to discover America, for he did not know that it existed, but to discover the eastern shores of Asia. He set sail for Cathay and stumbled upon America. With that change in the outlook of the world, what happened? England, that had been at the back of Europe, with an unknown sea behind her,

found that all things had turned as if upon a pivot and she was at the front of Europe; and since then all the tides of energy and enterprise that have issued out of Europe have seemed to be turned westward across the Atlantic. But you will notice that they have turned westward chiefly north of the Equator and that it is the northern half of the globe that has seemed to be filled with the media of intercourse and of sympathy and of common understanding.

Do you not see now what is about to happen? These great tides which have been running along parallels of latitude will now swing southward athwart parallels of latitude, and that opening gate at the Isthmus of Panama will open the world to a commerce that she has not known before, a commerce of intelligence, of thought and sympathy between north and south. The Latin American States, which, to their disadvantage, have been off the main lines, will now be on the main lines. I feel that these gentlemen honoring us with their presence to-day will presently find that some part, at any rate, of the center of gravity of the world has shifted. Do you realize that New York, for example, will be nearer the western coast of South America than she is now to the eastern coast of South America? Do you realize that a line drawn northward parallel with the greater part of the western coast of South America will run only about 150 miles west of New York? The great bulk of South America, if you will look at your globes (not at your Mercator's projection), lies eastward of the continent of North America. You will realize that when you realize that the canal will run southeast, not southwest, and that when you get into the Pacific you will be farther east than you were when you left the Gulf of Mexico. These things are significant, therefore, of this, that we are closing one chapter in the history of the world and are opening another, of great, unimaginable significance.

There is one peculiarity about the history of the Latin American States which I am sure they are keenly aware of. You hear of "concessions" to foreign capitalists in Latin America. You do not hear of concessions to foreign capitalists in the United States. They are not granted concessions. They are invited to make investments. The work is ours, though they are welcome to invest in it. We do not ask them to supply the capital and do the work. It is an invitation, not a privilege; and States that are obliged, because their territory does not lie within the main field of modern enterprise and action, to grant concessions are in this condition—that foreign interests are apt to dominate their domestic affairs, a condition of affairs always dangerous and apt to become intolerable. What these States are going to see, therefore, is an emancipation from the subordination, which has been inevitable, to foreign enterprise, and an assertion of the splendid character which, in spite of these difficulties, they have again and again been able to demonstrate. The dignity, the courage, the self-possession, the self-respect of the Latin American States, their achievements in the face of all these adverse circumstances, deserve nothing but the admiration and applause of the world. They have had harder bargains driven with them in the matter of loans than any other peoples in the world. Interest has been exacted of them that was not exacted of anybody else, because the risk was said to be greater; and then securities were taken that destroyed the risk—an admirable arrangement for those who were forcing the terms! I rejoice in nothing so much as in the prospect that they will now be

emancipated from these conditions, and we ought to be the first to take part in assisting in that emancipation. I think some of these gentlemen have already had occasion to bear witness that the Department of State in recent months has tried to serve them in that wise. In the future they will draw closer and closer to us because of circumstances of which I wish to speak with moderation and, I hope, without indiscretion.

We must prove ourselves their friends and champions upon terms of equality and honor. You can not be friends upon any other terms than upon the terms of equality. You can not be friends at all except upon the terms of honor. We must show ourselves friends by comprehending their interest, whether it squares with our own interest or not. It is a very perilous thing to determine the foreign policy of a nation in the terms of material interest. It not only is unfair to those with whom you are dealing, but it is degrading as regards your own actions.

Comprehension must be the soil in which shall grow all the fruits of friendship, and there is a reason and a compulsion lying behind all this which is dearer than anything else to the thoughtful men of America. I mean the development of constitutional liberty in the world. Human rights, national integrity, and opportunity as against material interests—that, ladies and gentlemen, is the issue which we now have to face. I want to take this occasion to say that the United States will never again seek one additional foot of territory by conquest. She will devote herself to showing that she knows how to make honorable and fruitful use of the territory she has, and she must regard it as one of the duties of friendship to see that from no quarter are material interests made superior to human liberty and national opportunity. I say this, not with a single thought that anyone will gainsay it, but merely to fix in our consciousness what our real relationship with the rest of America is. It is the relationship of a family of mankind devoted to the development of true constitutional liberty. We know that that is the soil out of which the best enterprise springs. We know that this is a cause which we are making in common with our neighbors, because we have had to make it for ourselves.

Reference has been made here to-day to some of the national problems which confront us as a nation. What is at the heart of all our national problems? It is that we have seen the hand of material interest sometimes about to close upon our dearest rights and possessions. We have seen material interests threaten constitutional freedom in the United States. Therefore we will now know how to sympathize with those in the rest of America who have to contend with such powers, not only within their borders but from outside their borders also.

I know what the response of the thought and heart of America will be to the program I have outlined, because America was created to realize a program like that. This is not America because it is rich. This is not America because it has set up for a great population great opportunities of material prosperity. America is a name which sounds in the ears of men everywhere as a synonym with individual opportunity because a synonym of individual liberty. I would rather belong to a poor nation that was free than to a rich nation that had ceased to be in love with liberty. But we shall not be poor if we love

liberty, because the nation that loves liberty truly sets every man free to do his best and be his best, and that means the release of all the splendid energies of a great people who think for themselves. A nation of employees can not be free any more than a nation of employers can be.

In emphasizing the points which must unite us in sympathy and in spiritual interest with the Latin American peoples we are only emphasizing the points of our own life, and we should prove ourselves untrue to our own traditions if we proved ourselves untrue friends to them. Do not think, therefore, gentlemen, that the questions of the day are mere questions of policy and diplomacy. They are shot through with the principles of life. We dare not turn from the principle that morality and not expediency is the thing that must guide us and that we will never condone iniquity because it is most convenient to do so. It seems to me that this is a day of infinite hope, of confidence in a future greater than the past has been, for I am fain to believe that in spite of all the things that we wish to correct the nineteenth century that now lies behind us has brought us a long stage toward the time when, slowly ascending the tedious climb that leads to the final uplands, we shall get our ultimate view of the duties of mankind. We have breasted a considerable part of that climb and shall presently—it may be in a generation or two—come out upon those great heights where there shines unobstructed the light of the justice of God.

PAN AMERICAN SESSION

On the evening of October 28 Senator Fletcher introduced and placed in charge of the meeting Hon. John Barrett, director general of the Pan American Union.

The following addresses were delivered:

LETTER FROM THE SECRETARY OF STATE, THE HONORABLE WILLIAM JENNINGS BRYAN.

DEPARTMENT OF STATE,
Washington, October 23, 1913.

Hon. DUNCAN U. FLETCHER,
United States Senate.

MY DEAR SENATOR: I am in receipt of your favor, and it distresses me not to be able to reconsider the question of going to Mobile. I am more disappointed than your people, because I realize the importance of the meeting, and had looked forward with pleasure to participating in the gathering. But, as you know, the situation at Mexico is far from satisfactory, and as the election occurs on the 26th I do not feel that I should be absent for the next few days, especially in view of the fact that the President will be away from home. I congratulate you upon having him with you. His participation in the program makes it really unnecessary for any other member of the administration to come, but because of the pleasure I would derive from the visit I would come anyhow if circumstances were favorable.

You may say to the representatives assembled there that no one goes beyond me in appreciation of the opportunities, commercial and political, offered by the opening of the canal. I had selected as the subject for my speech there "The Farther South," intending to dwell upon the turning of the tide of business toward Latin America. I expect great developments in the Central and South American Republics during the next half century. There are immense tracts of undeveloped territory, and since there is no more frontier in the United States we may expect the adventurous spirits from Europe and the United States to seek in the south a field for the employment of their energies. The eastern slope of the Andes has not yet been touched by the pioneer, and it is so close to the Pacific that its wealth will naturally find its outlet through the canal. Such perfection has been attained in the development and transmission of water power that we may expect to see electrical energy employed in the lifting of freight over the mountains to Pacific seaports. There is scarcely a country to the south of us which can not easily support from two to five times its present population.

But the Canal Zone will contribute to political peace and the exchange of ideas. It will be a sort of clearing house, where the intellectual exchanges of English and Latin America can be made. I hope to see advantage taken of the opportunities presented at the world's crossroads, for such Panama will be.

Most of our differences arise out of misunderstandings, and these come from lack of acquaintance. The canal will not only be a connecting link between the oceans but a connecting link as well between the nations, and here in increasing numbers will the children of the two continents form each other's acquaintance. I shall do what I can to turn the tide of travel southward. A trip through Central and South America, made easier each year by railroad development, will amply repay the tourist; and in addition to the pleasure which one gets out of the trip, he feels that his views are broadened and that the sum of his knowledge is materially increased.

I hope your gathering will encourage the exchange of pupils and of teachers. We need to have more Spanish taught in the United States, and the Latin-American States can use a larger knowledge of English. When, during my visit to South America, I was told, as I often was, that the person speaking to me could not understand English, but that his son was studying English, I was able to reply that while I could not speak Spanish, my son was studying it.

One of the honorable duties connected with my office is to preside at the meetings of the Pan American Union. It is a most delightful task, and I shall not feel that I have measured up to the requirements of my office unless I am able to contribute something toward cementing of the friendship between the Latin-speaking countries and ours and toward the promotion of all that is of mutual benefit to them and us.

Please present my greetings and regards to those who are so fortunate as to be in attendance.

Very truly, yours,

W. J. BRYAN.

SUMMARIZED EXTRACTS FROM ADDRESS OF MR. JOHN BARRETT,
DIRECTOR GENERAL OF THE PAN-AMERICAN UNION.

In the first place, let me say a word in regard to the remarkable speech delivered yesterday by President Wilson. To-day that has been read all over the world. Everywhere it has carried a mighty significance, but nowhere so much as throughout our 20 sister Latin-American Republics. Listening to him and weighing his words from my standpoint as an international officer and from my knowledge of Latin-American peoples, the thought that impressed me most was the note of true appreciation of and sympathy with Latin America which he struck in the most impressive portion of his address. The special deference that he showed the Latin-American ministers, who sat upon the platform, and his delicate compliment to the character and the ambitions of their countries, with his most considerate reference to the handicaps which have interfered with their progress, were the attitude and the utterances which signalize the highest statesmanship.

Had President Wilson delivered that address in any Latin-American capital he would have been greeted with a reciprocal appreciation and a high applause greater than even characterized the occasion when he delivered this far-reaching declaration.

What greater evidence of the importance of our 20 sister American Republics and of our relations with them do the American people need than this extraordinary speech of the President?

It should convince the most skeptical that the greatest field of the future for American diplomacy and commerce is in the field of Latin America. After striving, as I have, incessantly for the last 10 or 15 years to awaken the American people to a true realization of the opportunities and responsibilities of the United States in Latin America, it is indeed most gratifying to see the President of the United States journeying all the way to Mobile at his very busiest time to make an utterance and to declare a policy which has to do with Latin America and means everything for Pan American comity.

* * * * *

The greatest possible good that can result from this great meeting, which has received world prominence from the participation of the President, is to awaken the commercial, business, and shipping interests of the United States to the necessity of getting actually ready for the Panama Canal. The one striking feature of all the present discussion about the approaching completion of this waterway and the celebration of its opening is the lack of positive information and news to the effect that ships in any considerable number are being built for the Panama Canal trade; that harbors and navigable rivers are being improved with new shipping facilities; that exporters and importers are generally investigating the new Pan American-Pacific markets to be reached through the canal.

There are isolated cases of remarkable activity in this direction, but they are the exception rather than characteristic of the country

at large. There is a remarkable situation of great general and popular interest in the wonderful engineering achievement at Panama, and in the new progress and development of our sister Republics, but there is, in contrast, a singular lack of bona fide steps to take advantage of this great feat and to build up trade with the countries of Latin America and the Pacific Ocean.

I, therefore, as an international officer, possibly more familiar with this situation than the average man, am impelled to sound a strong note of warning and emphasize by contrast what other countries and people are doing. There is hardly a shipyard in Europe and Japan in which new vessels are not being built for the Panama Canal trade. There is hardly a harbor or waterway in Europe or Japan that is not being improved for the new commerce of the Pacific and Atlantic that will result from the canal. There are 10 times more agents of European and even Japanese commercial houses to-day studying the conditions of demand and supply in Central and South America than there are of the manufacturers, exporters, and importers of the United States.

The South American countries themselves and their ports are doing more than the United States in their efforts to get ready for the new conditions which the canal will bring about.

I can not, therefore, too strongly emphasize that from now on the slogan of commercial America should be "Get ready for the Panama Canal and the commerce of the Pan American and Pacific countries."

* * * * *

Several weeks ago I had the honor of addressing the people of Mobile in regard to the Panama Canal and Pan American commerce, and so it is not necessary for me to go into detail on this subject to-night. However, I will make a few general observations for the benefit of all students of Pan America and the Panama Canal who may be within the sound of my voice or who may read these published notes.

Let us all stop and think that beginning almost within a few miles of Mobile are the coast lines of Latin America, representing 20 independent countries—countries which have a combined area of 9,000,000 square miles, or three times the area of the United States proper; which have a population of 70,000,000 or seven-ninths of the population of the United States; which conduct an annual foreign trade which reaches the vast figures of \$2,500,000,000; and which last year bought and sold, in exchange of trade with the United States, products valued at \$800,000,000.

Let us awaken to the fact that to-day the United States is building up her trade with these countries faster than she is with any other section of the world. Let us grasp the fact that a mighty development is coming in the Latin American countries in the immediate neighborhood of Mobile and which border upon the Gulf of Mexico and the Caribbean Sea. Those countries last year conducted a foreign trade valued at approximately \$600,000,000. The new life that will come to these countries as a result of their being placed upon the great world route of trade by the construction of the canal will increase this trade within a few years to \$1,000,000,000, of which Mobile and the South should gain the largest portion.

Looking through the canal, what splendid facts confront us and encourage us. When the vessels, loaded with the products of the Southern States, reach Panama on the Pacific side of the canal they will float upon an ocean whose foreign commerce last year reached the extraordinary figures of \$4,000,000,000, and upon whose shores dwells a population of 1,000,000,000. Think what this means to all the United States tributary to the Atlantic and Gulf coast, especially in view of the fact that heretofore vessels from the eastern section of the United States could only reach that trade either by a long and circuitous route around South America or through the Suez Canal.

The west coast of Latin America is a great field of opportunity for the United States. Twelve Latin-American countries debouch upon the Pacific Ocean, having a coast line of approximately 8,000 miles, reaching from the Mexican-California line southwest to the Strait of Magellan and Chile. This coast last year without the Panama Canal and in its isolated position for trade, conducted a foreign commerce valued in excess of \$500,000,000. If it can conduct that trade without the isthmian waterway, it should double its foreign commerce in 10 years after the canal is completed, and in that growth the South should gain a large portion.

In conclusion I wish to say a few words in true appreciation of Latin America and Latin Americans. In my long association with the statesmen and the people of our sister Republics, I have learned not only to admire but to love them. There are no abler statesmen than their great leaders of public thought, and there are no people more genuine in their sympathies than the Latin Americans. There are no abler diplomats at Washington than the representatives of the Latin-American countries.

The great trouble with the American people is that they hold the six pence of prejudice so near their eye in the form of the thought of revolutions and some other unfortunate conditions, that they do not see the great peaceful Latin America beyond, or the remarkable progress and civilization of the Latin-American people. The average North American does not stop to think that three-fourths of all Latin America has known no revolution whatever in the last two decades; that the majority of the Latin-American countries are making extraordinary progress; that Latin America has a civilization and history and a literature deserving of the closest study and respect of the people of the United States; and that it is now at the beginning of a wonderful era of new development which will astonish the world.

Inspired by the President's noble sentiments, let the South lead in developing throughout the United States a new appreciation of our sister American Republics and people. Let us start in the Southland a great Pan American movement which will cause not only our commercial organizations but our civic and social societies, our universities and colleges, and our public schools to take up the study of Latin-American history, commerce and progress. If the South will do this there is no limit to the possibilities of its relations of both commerce and comity with the countries forming the farther South of the Western Hemisphere.

ADDRESS OF SEÑOR DON IGNACIO CALDERON, MINISTER OF
BOLIVIA TO THE UNITED STATES.

LADIES AND GENTLEMEN: I am very grateful to the honorable president of this congress for his invitation to this historic gathering that gives me the opportunity of voicing with profound sympathy my country and my Government's participation in the universal acclaim that is heard all over the world for the completion of the most audacious and gigantic undertaking ever carried through by man. The building of the Panama Canal is the expression of the furthest advance in the glorious path of human achievements since the discovery of America.

The United States has shown in the execution of this work, besides the power of its boundless financial resources and the remarkable skill and ingenuity of its people, the noble inspiration of sympathetic concern for the life and welfare of the laborers.

The sanitation of the Isthmus has been a useful lesson to the world of the importance and possibility of overcoming the deathly sources of tropical diseases and reflects great honor to this Nation.

The opening of the Panama Canal will bring the North and South of our America into closer and easier contact.

The raw materials so extensively used in your manufactures will henceforth find prompt transportation and your products will, in turn, be more profitably placed in the growing markets of South America.

It would be easy to make a long catalogue of products needed and used in this country that the expenses of crossing the Isthmus diverted to other markets. Bolivia, for instance, at present furnishes about one-third of the total output of tin, or more than 37,000 tons per year, and although this country consumes about 50 per cent of that production, more than 36,000 tons go to England, and barely 8 tons of it come here on account of the high rate of freights. Instances such as this could be multiplied. Convenient and low rates of transportation will change the actual conditions and bring with it a better knowledge of the requirements of the southern Republics and very materially develop our commercial relations.

But I must confess that my greatest concern is with the moral and political benefits that must follow a closer contact between our people.

About the time the former Spanish colonies, after long years of fighting, had gained their independence, the United States proclaimed the famous Monroe doctrine, so variously and often mistakenly interpreted. The Monroe doctrine was nothing more than a warning to the despotic Governments of Europe, banded together in a so-called Holy Alliance, that the whole American continent was for all time destined to be the home of democracy and freedom, and that the United States would not see without concern any attempt to deprive the former Spanish colonies of their independence or to establish new colonies on this continent. It was the magnanimous expression of the

sentiments of a Nation destined to be the champion of freedom in the world, the formal consecration of the Western Hemisphere to the higher and nobler ideals that in our America have replaced the Old World's notions of the divine right of kings. In that sense its usefulness is permanent.

Much has been said about the disorders to which the Latin-American Republics have been formerly subject, and even now many people think that every Latin Republic would become a European colony but for the Monroe doctrine. It seems to me that this is a proper time to put things in their true light.

Mr. Root in one of his notable speeches in South America made the just remark that self-government is not a natural gift, but that it must be acquired by practice and experience. At the time the Spanish colonies gained their freedom they were as far from having any idea of self-government as the despotic powers of Europe had of popular rights, subjected as they had been to the most arbitrary domination.

The apprenticeship has been painful and perhaps sometimes slow, but the situation has completely changed. There is no more positive proof of the wonderful improvement and orderly conditions in South America than the enormous increase of their combined foreign trade, exceeding \$2,000,000,000 a year, at present; in the development of their railway systems, the growth and wealth of their cities.

There is not one of the South American Republics that in the last few years has not doubled or quadrupled its foreign trade and made equal increase in its revenues.

Railways are being extended from one country to the other and shortly every capital of the southern Republics will be in direct communication with each of the others, thus strengthening the bonds of peace and friendship that unites them.

Many of the Republics, such as my country, Bolivia, are crossed by great mountain chains that make railway construction both costly and difficult, nevertheless, we in Bolivia have extended our roads from north to south and will push them towards the fertile eastern valleys and make available to commerce and immigration our immense mineral resources, the vast grazing fields, and the rich tropical forests, abundant in rubber and other valuable products.

Many writers, especially in Europe, criticize very bitterly the want of peace and order in the American Republics. It will not, I hope, be out of place to repeat here the observation I made on the subject on some other occasion. If we look back into the history of the last half of the nineteenth century up to now we will see that in the whole American Continent there have been but three international wars; one in the north between the United States and Spain, in order to help Cuba to obtain its independence; and two in South America, one between Paraguay and its neighbors, Brazil, Argentina, and Uruguay, and later, in 1879, Chile against Bolivia and Peru. In the same lapse of time beginning with the Crimean War, up to the last butcheries in the Balkans, Europe has seen a great many sanguinary conflicts that have been carried to other continents, Asia, Africa, and even America, when the vain attempts to make Maximilian Emperor of Mexico and sending to the South Pacific a Spanish fleet evinced the foolish hope of reconquering the former colonies. And we must not forget that while all these wars were in progress very serious internal revolutions convulsed some of the nations of Europe, revolu-

tions of far more consequence than some of the petty military uprisings that still afflict our continent and for which there are some persons that believe Europe would be justified to intervene in our affairs, no doubt to enforce those hard-drawn contracts to which the illustrious President of the United States referred in his yesterday's masterly speech, that ought to be the gospel of every good Republican in this Western Hemisphere. I am very glad to have the opportunity to make in the same place where they were uttered my grateful acknowledgment of the kind and encouraging sentiments he expressed in reference to our countries.

The Republics of this continent are all based on the principles of equality and of the government of the people by the people and for the people. It is a paramount interest that directly and exclusively concerns them to maintain and support legal and constitutionally organized authority. Dictatorial and revolutionary misrule is not only detrimental to the nation that suffers under it, but is apt to affect and does affect the peace and welfare of the neighboring nations.

Progress and civilization have so linked the interests and international relations of the family of nations, even if they are not a very united family, that no American country can with impunity disregard the duty of maintaining orderly and properly organized government.

The final success of republican institutions, the community of ideals and aspirations establishes a very strong bond of solidarity among all the Republics and makes it imperative for all of them to formally repudiate, and by a common understanding condemn all attempts to supersede the laws and constitution by military or revolutionary force.

A declaration to that end would not affect their sovereignty or independence but would have a powerful moral influence to hasten the end of the evil days of dictatorial régimes.

In less than a century the world has experienced wonderful transformations, and not even the wildest imagination could have dreamed them. Great natural forces, such as steam, electricity, and many others, have been put to work, obliterating distances, making by instantaneous communications almost neighbors of the remotest peoples. Wireless messages have broken the awful isolation of the ocean and made it possible to give helpful assistance to the unfortunate travelers formerly doomed to a watery grave. Here lately we invaded successfully even the realm of the birds. In consequence of these improvements and the introduction of mechanical processes in industrial development the individual man has been eliminated as a factor in the production of wealth. Huge factories make impossible the existence of small workers.

The satisfaction of every human necessity or fancy has been concentrated and absorbed by corporate powers that are becoming the only living forces of society.

Progress is a natural and necessary condition of life; but when it widens the gap between the rich and the poor, when the more we progress the greater becomes the stress of misery on one hand and the accumulation of wealth on the other, the logical conclusion is that the stupendous changes brought about by the new methods of production have not been followed by an equal and necessary evolution in the existing laws of society.

The democratic institutions based on popular freedom and equality will become a mere name and a mockery should the actual trend of affairs subsist.

It is a pressing duty especially in our republics to seek the remedy and means to harmonize the new conditions with a proper economic organization. Justice and the welfare of mankind demand that of the three factors intervening in the economy of production, labor, capital, and the consumers, none of them should take the lion's share to the disadvantage of the others.

The study and equitable adjustment of the tremendous problems that threaten the future of our civilization is a duty that specially affects the American nations, where the interests of the people at large are above all others.

I have much faith in the spirit of justice and fairness of the majority of the American nations. The United States is to my mind a unique power amongst the others. Born under the inspiration of the spirit of freedom of the Pilgrims, educated in the practice of self-government and order, and finally organized as the greatest democracy ever known; occupying a territory that is almost a continent, rich, fertile, well watered, and open; developed by the concourse of almost every nationality, it stands to-day as the emblem of freedom, great and materially powerful, its mission is to be greater as a leader in the attainment of the higher and more advanced aspirations mankind strives to reach, inspired by the divine light of charity and peace, vouchsafed to the world from the sacrificial summit of Mount Calvary.

Ladies and gentlemen, you must not think it strange that I have not given you more information as to the amount of trade, its nature and importance, that will follow the opening of the Panama Canal. You will find them in the many able addresses you heard and in the numerous publications on the subject. But I consider that it is perhaps even more important to dwell on the necessity of awakening the public sentiment of America and of the world to the vital influence that a harmonious development of international relations based in a just and friendly spirit will have in the progress and welfare of mankind.

Let every ship, every package of goods that gets in or leaves our shores bring the expression of the sentiments of justice and fair dealing that makes for peace, brotherhood, and civilization, the noblest attributes of man. Let the opening of the Panama Canal mark with all its other advantages a new era of international good will and union, aiming to lead mankind in the bonds of peace and charity to the higher and happier conditions that will make us worthy of our divine origin.

**ADDRESS OF MR. FREDERICO ALFONSO PEZET, MINISTER OF
PERU TO THE UNITED STATES.**

WHAT THE PANAMA CANAL MEANS TO PERU.

Mr. PRESIDENT, LADIES, AND GENTLEMEN: I wish to thank the very distinguished president of the Southern Commercial Congress, Hon. Senator Duncan U. Fletcher, for the honor that he has conferred upon me by inviting me to participate in this congress and to be one of the speakers this evening.

It is with great pleasure that I accept, especially because his gracious invitation is going to give me the opportunity of addressing a few remarks to a representative gathering of the great South, a section of this Nation that is most eager to extend its trade into the sister Republics of Central and South America, and to establish through commerce bonds of closer friendship and of better understanding with them.

Necessarily these remarks will bear on the general subject of the relation of the Panama Canal to Peru, and as derivatives thereof, on the significance of this new trade route as a means of bringing together the peoples of our respective countries and the establishment of direct trade relations between your Southern States and my country, Peru.

This summer I made a very interesting trip through a great portion of the Western States as far as California, and I learned many things during my travels. Among others, the real value and significance of "boosting." I discovered, especially in southern California, that the people as a whole require that the good things in the world should be pointed out to them, that they be brought in a forceful manner to their special notice, that they be made to see them, and to yearn for them. In this wise the Californians have brought to their wonderful State people from every other State of the Union, and in fact from nearly every corner of the world.

And not only have they brought these people to their State, but they have made them good Californians, and taught them to join in their wonderful hallelujas of praise which no one apparently can resist, as I found out through personal experience, when I, too, joined with them on every occasion that I heard their beautiful, melodious, and enthusiastic song "I love you, California."

Gentlemen, it is this faith of the citizens of California in the destiny of their State that has made it what it is; this strong belief in the value of their resources that has made them accomplish great things in a comparatively short time.

On one occasion, when I addressed the business men in one of their cities, in referring to the Panama Canal and what it was going to mean for the trade between this country and the west coast of South America, I made the statement, which I am pleased to repeat here, that no section of the United States would be likely to benefit more from the new waterway than the Southern States, and made a special

reference to some of the ports and harbors of the South, mentioning Mobile as the one that, in my opinion, was called upon to have the greatest material growth, by reason of its unexcelled location on the Gulf.

From what I have been told, and from what I have read, and all that I have seen since my arrival in your city, I feel that I was not wrong in prognosticating for this port a most wonderful development and I would advise you to follow very closely the methods of southern California and to boost your port, and to boost it throughout the whole Nation, full of faith in its destiny, and with enthusiasm and conviction of what you yourselves as its citizens can achieve.

This Nation of yours is very large; it is very rich; it necessarily needs many outlets for its ever-growing trade. The South, while already old, is a comparatively new field, and it has to live its own life, and to make its own developments, commercial and industrial. Each year the South is becoming more and more of an industrial center; consequently, it needs improved systems to handle its manufactures, first-class, up-to-date ports and harbors, and terminal facilities to attend to the changed conditions.

Once the Panama Canal is opened to the commerce of the world, we shall be but a few days distance from one another. Our cargoes and your cargoes will travel direct without breaking bottom. Our raw materials that up to now have been going to the Atlantic ports and to the industrial centers of New England and the Middle West will surely come through your ports to feed the industries of your own section, while many of the manufactured articles that we require for the use of our people, as likewise for the development of our mining and agricultural industries, may be, if you so wish it, the output of your own factories. It is up to you to build this trade expansion. I know of no safer and more conservative way to do this than to send from your midst a selected number of representative business men to make a thorough tour of our countries, that they may see and learn for themselves of the opportunities that these countries offer for such trade expansion.

Tours of this nature, once the canal is opened to the world's traffic, should become regular institutions. They should be helped, assisted, and in every possible manner encouraged, and, above all, they should be reciprocated; that is to say, both from this country to ours and from our countries to the United States. I would suggest that the chambers of commerce and the business organizations throughout the country, as likewise the State governments, should take up this matter. The steamship lines and the railroads here and in Latin America should be approached and proper representation made to them, so that they lend their assistance to the plan that is going to do more than anything else toward the development of trade, the expansion of the commercial relations of the two halves of this great American Continent of ours. But above all these material benefits to be derived from a personal contact of the business elements of the Americas there is to be obtained through these visits a personal knowledge and reciprocal understanding of the main characteristics of the peoples that make up our populations north and south of the Equator, and in this wise there will be fostered a better understanding and a more generous appreciation of each other that will enable us all to be more lenient toward each other, less exacting

in our expectations, and, finally, just; because we shall already know something of the merits and demerits of the other and we shall feel that the other, likewise, knows of our shortcomings as also of our good qualities.

When this transpires, nothing will be magnified, but, also and which is of far greater importance, nothing will be belittled when in the process of summing up the characteristics and idiosyncrasies of either people.

Therefore it behooves us to work to attain this end, to gather a better knowledge of each other by direct intercourse.

The Panama Canal is going to help us to accomplish this. It is going to be the great bridge that will bring us closer together. It will permit the constant going back and forth from the shores of one country to the other, carrying along marketable goods and commodities, materials of all descriptions, to assist in the work of the development of our resources, as likewise the raw materials to feed your own growing industries.

This new gateway thrown open to the world's traffic will see a throng of people from all over the world, coming and going, following the ships of commerce, to open up new markets and new fields for human activities.

While the opening of the Panama Canal is going to benefit many nations of this continent, I think that Peru is going to be one that will derive the first benefits, by reason of its close proximity to the Pacific entrance of the canal, and on account of its special condition on the south Pacific coast, as a land teeming with possibilities of a class to invite and allure the men of capital, of enterprise, and of energy. It is a trite remark, but for all that true, that Peru is one of the few self-supporting nations in the whole world—a country within whose borders there is every climate from the frigid to the tropical, and consequently capable of producing in quantity and in quality every variety of food staples and all the essentials that are required to make living possible, and the enjoyment of life a reality.

Peru, in common with other nations, faces two great problems that the canal is supposed to be the means of solving—lack of population and lack of capital. We believe that the canal is going to help immigration to our country, and having this belief we are looking ahead for the good times that are coming, and we are making preparations for this great event. We believe also that once the canal is opened, Peru will become a great field for the tourist; that many people from all over the world will want to see the many marvelous things that the country has to show, as to relics of a mysterious past and the possibilities of an inviting present and the prospects of a wonderful future.

Fable, romance, and history, all have helped to make of Peru a land of wonders, one that appeals to the imagination—and when this veritable wonderland is placed at a week's distance from the Gulf ports of this country there is no telling how many will visit it. And here will come our opportunity, because many of these visitors will marvel—being practical men—at the splendid opportunities that such a country offers, and some of them becoming interested in it, will seek the assistance of others, and in this wise, American capital and brains and energy may help to develop our untold wealth.

I am a firm believer in the development of Peru through enterprise coming from this country, and while I shall expect to see many Europeans flowing into Peru as immigrants, I fully expect that the greater part of the capital that will help to build up my country will come from here.

I am well aware of the fact that you here in the South are hoping for an increase of immigration, and that you are inviting capital to develop this vast and important section of the country. And I have no doubt but that you will succeed in both endeavors. You certainly deserve to because you have every inducement to offer to the capitalist and to the immigrant.

So, you see that you and we are bent on attaining one and the same end as a means to promote our material welfare.

And so it is with all nations. These can be compared to great commercial or industrial corporations, and just as these have recourse to advertising and publicity to attract attention to their wares, telling the wayfarer that within their walls are to be found goods of every possible description and for all occasions and purposes. Nations must, in a like manner, announce to the world what it is that each has to offer, and in this way, the keenest competition is kept up amongst them, each vying with the other in energy and activity, so as to obtain for itself that which it most needs on the best possible terms.

Fortunately we do not all need the same things at the same time. Some need capital, others require skilled labor, and in others the crying demand is for manual labor. Such require raw materials of certain classes to feed their industries, while others want manufactured goods, with which to satisfy the demands of their inhabitants. And so it goes on, never ending; because progress is never ending, and each day finds something new born to the world. Something that is destined to become a want, in more or less time. And in this manner, we see every day the birth of a new industry that comes to fill a want of our restless humanity.

Capital and increased population are the two crying wants of Peru. And I think that we are going to get both in large quantities.

We have many good things to offer in return for these. Briefly here are some: A very large expanse of coast lands that can be made very productive through proper irrigation; an inexhaustible supply of water, capable of generating all the power and energy that may be needed for all and every description of industrial development; immense natural pasture lands, for grazing and raising of the finest qualities of stock; mountains containing every known mineral, precious and industrial; forests timbered with the rarest woods, and with the most highly priced commercial agricultural products; rivers with thousands upon thousands of miles of navigable water, connecting the very heart of the South American Continent with the Atlantic Ocean; fuel of every description, from the best anthracite to the best quality petroleum; guano, phosphates, nitrates, in fact all fertilizers in quantities which make our soil most productive; a seaboard extending some 1,300 miles, with an ocean stocked with abundance of sea food of the choicest; and finally, as the greatest asset, a most wonderful climate—wonderful in that there is every possible variety close at hand of any one spot in the country.

During my recent travel through the West the question was often asked, "What do you produce in Peru?" My reply was, "I am trying to think what it is that we do not produce." As I said before, Peru is a self-supporting country, wherein are to be found either in actual exploitation or as yet still dormant every commodity that is essential to life and a requisite to present-day human activity.

What we have in actual exploitation can be summed up as follows: Agricultural products, cane sugar, cotton, rubber, rice, coffee, cocoa, tobacco, coca, vine, olives, and fruits, corn and cereals, vegetables, herbs and spices, medicinal plants, and fine woods, furs, wools, and hides; mineral products—gold, silver, and copper ores, lead, quicksilver, vanadium, coal, petroleum, borax, phosphates, and a diversity of other minerals that are becoming necessary in many industries. We already manufacture on a limited scale certain articles, so we have woolen and cotton mills, tanneries, distilleries, breweries, soap and perfume factories, brick and tile manufactories, furniture factories, and a number of chemical works, smelting establishments, foundries, mills, and shops for several industries that are in the process of development.

The Government of Peru, alive to the possibilities that the country offers to the capitalist and to the colonist and immigrant, is preparing several measures of importance that will help to increase the attractiveness of the country.

Amongst these I shall recall the irrigation of the coast lands, a most important matter, because it will open up to agriculture some of the richest lands in the country.

After my recent visit to the West, where I saw how it has been possible to reclaim vast tracts of desert and turn these into wonderful gardens and orchards, farms, and pasture lands, I have come to the conclusion that the coast of Peru is destined to become one of the world's greatest agriculture emporiums, where everything that the soil produces anywhere can be raised at a profit.

Railroad building, road and highway construction, river navigation, and port and harbor improvements are not to be left unmentioned.

President Billinghurst, actuated by the most patriotic motives, has issued a very exhaustive statement in which he presents in a clear manner the present financial conditions of Peru and asks the National Congress to authorize the Government to contract a foreign loan of the amount of \$33,000,000, the proceeds of which will be applied to converting existing loans, canceling past indebtedness, and to attending to several of the more important public works that will most benefit the nation and put it in readiness to undertake the greater and more important works of development that are to follow.

From the foregoing you will see that Peru places a very great importance to the now approaching opening of the Panama Canal, and that the Government, as becomes it, is making preparation so as to be in readiness for the nation to receive the share of benefits to accrue from the new commercial route.

Our trade with the United States has been steadily growing, and last year we passed the \$18,000,000 mark; of this amount we sold to you products of our mines and soil to the extent of more than \$11,000,000, and we bought from you manufactured goods to the amount of more than \$7,000,000. While this may not be very much,

still the figures show a very decided increase over those of five years ago, when our trade with each other did not amount to \$8,000,000.

Some pessimists say that the canal is not going to bring about a rapid increase in trade between the United States and Latin America. I beg leave to differ from such as hold that opinion, and I would venture to prognosticate that after 10 years that the canal has been in operation there will not be a single country of South America that has not increased by at least a twofold its present purchasings in this country.

In conclusion, I would say that it has been my privilege and pleasure to know personally the men who have constructed the Panama Canal, and I feel proud of the fact that it has been my lot to reside on the Isthmus on two historical occasions: First, from 1884 to 1888, during the period that De Lesseps was building what is now commonly known as the French canal, and again from 1906 until 1912, during the building of the present American canal.

Becoming acquainted with the men who have done the actual work, I take pleasure in availing myself of this opportunity to publicly testify to the admiration that they have inspired, for the manner in which they have carried out successfully every detail of this the greatest of engineering feats that man had ever attempted.

In referring to Col. George W. Goethals and his associates, I would indeed be remiss if I did not pay a tribute to one of his companions, a southerner, who, at this very moment when the trumpets of victory are resounding throughout the world proclaiming the achievements of the Engineer Corps of the United States Army and of the Army doctors, their helpmates, is lying stricken with a most serious illness from which he may never recover—Lieut. Col. D. D. Gaillard, than whom no finer southern gentleman ever graced the uniform of your great Nation.

Gentlemen and ladies, I thank you, one and all, for your kind attention to these few remarks.

ADDRESS OF SEÑOR DR. DON EUSEBIO A. MORALES, MINISTER
OF PANAMA TO THE UNITED STATES.

LADIES AND GENTLEMEN: The Fifth Annual Convention of the Southern Commercial Congress is on this occasion of exceptional importance. Many of the most eminent men of the United States are present here as guests, the official delegates of other nations are attending it, thus giving the event an international character more in harmony with the universal ends of the association, and, finally, ladies who are the pride of their sex and the glory of human kind have come from both hemispheres to permit their voices to be heard.

The exceptional importance is due to the fact that the directors of the association under whose auspices we are here assembled have desired to make this year's convention coincide with the successful termination of the most portentous material work which human history can show and be to a certain extent one of the most expressive manifestations of the enthusiasm and pride which the success attained justly arouses in the American people.

The thought of the directors of this association deserves my sincere applause, because there are but few events which should occur in the course of centuries throughout this planet comparable in their importance to the opening of the Panama Canal. The year of the inauguration of this work will doubtless become in future centuries the line separating two historical epochs, the starting point of industrial, economic, political, and social transformations in the consideration of which even the most vivid imagination becomes lost, and nothing could be found more timely to be considered by a commercial congress of the importance of the present one than the actual and remote possibilities which are derived and will develop from the material union of the two great oceans.

In the great work of the Panama Canal there are two nations which are directly associated and exceptionally interested. One of them is the nation which nobly and with self-denial granted the necessary territory in order that the colossal work might be executed without obstacles; the other is the vigorous and progressive nation which has realized the prodigious labor of leveling and building up mountains, of constructing artificial lakes, and of suppressing or diverting the course of turbulent rivers. I have the honor of representing in the latter nation the interests of the former, and for this reason it is my fortune to come here and explain to you what the canal signifies for the Republic of Panama and what my country expects as a result of the inauguration and operation of this work.

But before entering fully upon a description of what may be called the future field of our activities as a free country, before presenting the picture of our hopes, it is but just that I endeavor to dissipate certain prejudices which unfortunately exist in this country as to the manner in which the Republic of Panama came into existence, as to the ethnic elements which go to make it up, and as to her capacity to live the sound, peaceful, and fruitful life of a civilized society.

Since the remote period of the discovery and Spanish colonization, the region now comprised in the Republic of Panama has had the attributes of a political entity differing from the then Spanish colonies which now form different independent countries. Panama had its own government as early as 1535, 150 years before the Pilgrims of the *Mayflower* reached the shores of North America, and her territory extended from the Atrato or Darien River, on the Atlantic, to the boundary of the Audiencia of Guatemala, and on the Pacific from said boundary to the port of Buenaventura, exclusive. It is from this original distribution of territory established by the Spanish monarchy, after wisely considering the geographic conditions of the lands discovered and conquered, that Panama derives her spirit of independence, her aspiration to work out her own destiny by the efforts of her sons, and the tendencies and characteristics which demonstrate the existence of a marked ethnical type in a majority of her inhabitants.

Under the circumstances, when the people of Panama declared their independence from Spain in 1821, they did so without the cooperation of any of the bounding nations, and by its own movement it sought its incorporation to the Republic of Colombia. But this incorporation did not signify, nor could it signify, an eternal renunciation of the aspirations formed during the colonial period, and when the Panaman people, laborious and peaceful, saw themselves involved in the bloody conflicts which agitated and impoverished Colombia during the last half of the nineteenth century, separated from said country on a number of occasions in order to form a free State, until finally in 1903 they succeeded in attaining their purpose, due to special circumstances of which the Panaman people knew how to take advantage. Condemnatory voices have not been found lacking in this country, which attributed to the United States a censurable complicity in the separation of Panama and in the creation of the new Republic. With the authority which is given to me by the fact of having been one of the persons who took a prominent part in the separation of Panama and who discharged the duties of head of the cabinet during the most critical period of the revolution, I can assert in the most absolute and emphatic manner that the Government of the United States had no participation whatsoever in the promotion and furtherances of the separatist movement which took place in my country in 1903, and much less did it aid it. The men who directed the affairs of Panama knew very well that after the Isthmus had suffered for three years the horrors and desolation of a civil war, that after this great way of universal commerce had been the scene of continuous struggles and bloody combats, the United States, for reasons of convenience and even for reasons of humanity, would never again permit that the central region of the Isthmus, the strip where the activities and the life of the country are concentrated, to be once more the scene of bloody battles and cruel acts of extermination. The Panamans acted like persons who by the process of reasoning reach theoretically inevitable conclusions and resolve to stake their lives on their confidence in the exactness of such conclusions. This is the real history of the separation of Panama. The Government of the United States found itself in a difficult predicament. It either had to recognize without delay the existence of the new Republic, which had been created without a single dissenting

voice throughout the territory, or permit Colombia to endeavor to recover and subject the Isthmus in a new war of reconquest, of desolation, of reprisals, and of extermination. There could be no question of the decision.

To-day, gentlemen, the Republic of Panama exists, and may it continue to exist for many and many centuries as a live and growing monument, erected to the virile qualities and just and humane spirit of this great country.

The transformation of which the Republic of Panama has been the subject, due to the influence of the works of construction of the canal, executed by the Government of the United States between 1904 and the present time, is really wonderful. In 1903 the country was in an impoverished condition, owing to the last civil war which agitated and desolated Colombia during three years and which terminated in November, 1902; there were no industries of any kind on the Isthmus, nor any inducements to encourage the establishment of industries suited to our tropical soil; the only aspirations of the Panamans were to emigrate in search of other lands where they could find security, stability, and peace. The principal cities of the Republic had no sanitary facilities, as they did not even have an aqueduct to supply them with water; that is to say, the most indispensable element of modern life. To-day the picture which the Republic of Panama presents to the traveler and observer is the absolute reverse of what it was in 1903. The cities of Panama and Colon are civilized centers, the seats of an active trade, the terminals of innumerable lines of steamers, coming from all points of the earth; they are places whence the tropical diseases, formerly so much feared, have disappeared completely, and whence have disappeared also forever the specters of civil wars and revolutions.

In the short period of nine years the country has become constituted and organized. The public power is transferred at regular intervals after popular legal elections; the citizens enjoy the inestimable treasures of safety and liberty; public instruction is obligatory and extends to the most remote corners of the country; bridges, roads, and public buildings have been constructed in the capital and in all Provinces; laws have been enacted to encourage the establishment of industrial enterprises, for the distribution of public lands in an equitable manner, for the conservation of the natural wealth of the country, and to facilitate universal commerce.

This whole immense labor of progress has been effected by the Republic of Panama, through the efforts of her own sons, during the period of the construction of the canal; and it was rendered possible—it is but just to admit and recognize the fact—because we have been in intimate and daily contact with the group of vigorous and intelligent sons of this country who have had charge of the solution of the great problems of the canal and the responsibility for the execution of the work; we have had the example of a community devoted to peaceful and beneficent works, and we have seen the application of procedure, methods, and systems of work which have served us as a guide in our inexperience.

This is what the construction of the Panama Canal has meant to us up to the present time; but the field which opens up before our eyes after the day the first vessel passes from one ocean to the other is really splendid.

Panama has a territory of about 32,000 square miles, and a population of 500,000 inhabitants, more or less; its coast line on the Atlantic is 400 miles in length, and on the Pacific nearly 700 miles, with territorial seas where the fishing industry can be pursued advantageously; the level of its territory runs from sea level to a height of four or five thousand feet, where all the products of the torrid zone can be cultivated, and a large number of those of the temperate zone; it has regions of magnificent natural beauty where perpetual spring reigns; it has large tracts of natural prairie land suitable for stock raising; the country is traversed on both watersheds of the Cordillera of the Andes, by innumerable rivers which can furnish abundant water for agriculture and the development of motive power; its forests contain no less than 140 varieties of building timber and dyewoods, and many vegetable products now used in various industries are obtained therefrom.

Panama has, therefore, natural elements and conditions which call it to occupy a place among the nations of small territorial area which, like Switzerland, Belgium and Holland, have attained, in the course of centuries a great degree of civilization and industrial development. The Republic of Panama can hope for even more, it can expect a rapid development, because it contains within itself the most powerful civilizing work which man has ever undertaken.

In the coat of arms of our Republic, we combine in a form which represents a perpetual promise, the repudiation of war and a homage to the arts which flourish in peace and in labor. Our arms have been hung up, and for this reason there is no army in my country; the plow is the symbol of our purposes; the winged wheel of progress is the propelling force of our national life; and above this combined symbol floats our emblem, "Pro mundo beneficio." The section of the territory of the Isthmus where the canal is located also has its coat of arms where this noble and sublime expression is read, "The land divided, the world united."

These two brother coat of arms are inspired by the same high thought. The Panama Canal is a work which brings the continents closer to each other, which unites distant nations, which creates a tie between societies and interests which were formerly antagonistic or hostile, and which must serve to make of humanity a harmonious brotherhood. The Canal, therefore, is a material work which tends to produce in a more or less distant future moral results of extraordinary importance to all nations and to all peoples of the earth. And Panama is the point where such transformations will be initiated.

One of these transformations will be, undoubtedly, the disappearance of the prejudices which unfortunately exist among the people of Latin-American origin with respect to the spirit and tendencies of the people of the United States. These nations, which are bound to Panama by ties of history, language, and race, look with suspicion upon the greatness and power of this country and fear its influence, which appears to them a precursor of a humiliating political absorption. In Panama these sister nations will see the spectacle of a proximity where no fear exists, and they will become convinced of the fact that contact with this Nation of another race does not offer any danger, but only advantages, benefits, and teachings. From Panama will go to the nations which still require it the example of the order and stability which makes countries strong and worthy of

respect; there some of them will learn to appreciate themselves at their true value and will then recover faith in their own destinies and in their own ideals.

Panama does not fear the influence of the United States, because such influence has not been exercised there except in the sense of welfare, of individual liberty, of stability of the democratic institutions which we have given ourselves, and of progress which is based on peace and security. The proximity of a just, free, and independent race has taught us to know and cultivate the virtue of self-reliance. Whoever fears the influence or domination of another, whether the case be between individuals or between nations, shows the acceptance and acknowledgment of an inferiority which converts him into a plastic material for submission or vassalage. We have learned to have confidence in ourselves; we have learned to be independent; not to consider ourselves inferior; not to accept humbly the mastery of anyone. The sincere and loyal voice of my country must be permitted to be heard throughout the American Continent as unimpeachable testimony of the noble and disinterested attitude which has always been assumed by the people of the United States in their relations with the Republic of Panama. And this attitude, which will be perpetual, will contribute, I am convinced of it, to dissipate the false notions, the unfounded fears, and the puerile misgivings which have for many years stood in the way of greater cordiality and confidence between the peoples of two different races.

Permit me now to continue to occupy your attention with a few considerations on the results which the canal will produce in the industrial and economic movement of Panama. Our country has the canal within its own territory, and, consequently, it enjoys the greatest advantages, owing to its greater proximity to the zone of inter-oceanic traffic. The market for the products which vessels passing from one ocean to the other or arriving at the terminal ports of the canal, consume, is a market which naturally belongs to Panama, because no other country could meet our competition. This circumstance, added to the reduced production of cattle in the United States and the increase in its population which requires every day a greater quantity of food products, will stimulate in Panama the establishment of cattle raising on a large scale and the development of agriculture. The country also possesses fertile lands suitable for the cultivation of coffee, cacao, rubber, cotton, and sugar cane, and it is hoped that within a few years the production of these articles will be considerable and permit of their exportation to this country, due to the low freight rates which will be a consequence of increased navigation.

The possibilities of the sugar industry in Panama are extraordinary, and all it is waiting for in order to manifest itself is the investment of foreign capital, which our country needs. The economic future of Panama is assured with the production of this article alone.

But even if the soil of Panama were poor and unfertile, Panama would still enjoy the immense advantages of her geographic position, of which she can not be deprived by any human work or action, the country being situated in the central point which separates the two Americas, at the place where within a short time the two oceans will be united, on the great way of trade between Europe, America, and Asia. It is at Panama where all the merchant vessels of the principal maritime countries will converge; it is in Panama where a species of

universal agency will be established; and it is there where the products and articles of distant nations will be exchanged; and this will be sufficient to develop the country and favor its progress.

In the industrial movement for which preparations are being made by the opening of the canal, and which will result in a fundamental change in the commercial mechanism of the entire world, the United States, and especially the Southern States, are called on to play a predominant rôle. In this age where the existence of many industries depends upon narrow margins—that is to say, on small differences between the cost of production and the cost of transportation—the United States have the advantage over European countries of greater proximity to the Central and South American countries bathed by the Pacific, and if the merchants, the manufacturers, and the business men of this country make good use of this advantage by undertaking an active propaganda and studying those markets which are now almost inaccessible, but will easily be attained shortly, the day is not far distant when the current of business will be deviated from its present channels and establish itself perpetually between the United States and the countries of Central and South America.

After this current of commerce has been established, the way will be free and open for other relations. Commerce will be followed by banks; capital seeking profitable investment will flow to our countries and give an impetus to industries of all kinds; individuals, associations, and the nations will come in daily contact with each other; a solidarity of interests and aspirations will be established which will tend to place stability and peace upon indestructible foundations; intellectual currents will be established between thinking people, statesmen, and the directing classes of the two Americas; and out of this industrial, economic, and intellectual movement will arise and grow, never to be extinguished, a profound sentiment of sympathy and mutual respect.

And this is the most splendid result to which this great country could aspire: To construct a material work of gigantic proportions to serve as a basis for a noble, majestic, and eternal moral work, that of fraternity between the Americas.

**ADDRESS OF SEÑOR DON JOAQUIN BERNARDO CALVO,
MINISTER OF COSTA RICA TO THE UNITED STATES.**

Realizing the great civilizing influences that the opening of an Isthmian Canal will have in the development and advancement of all the Latin-American Republics, the great work of Senator John T. Morgan is duly appreciated in all of them, and particularly in Costa Rica and Nicaragua, for reasons that it is not necessary to mention, his name lives in the hearts of the people of both countries.

I wish, Mr. President, that it be spread on the minutes of this meeting that the Republic of Costa Rica joins heartily the State of Alabama and the city of Mobile in the high tribute paid to-day to the beloved memory of that great statesman.

Personally, I bless my good fortune on being here with you to-day on this memorable occasion.

If it is always a great honor to address a gathering such as this, composed of so many persons of highly distinguished position in social, political, and commercial life, the honor is yet greater upon this occasion; and I feel keenly my inability to avail myself adequately of this opportunity that I value so highly.

The movement that the Southern States of the great American Union have promoted for closer relationship with the sister Republics of this continent certainly deserves the highest consideration, and my country, which admires your institutions and your progress, has been prompt and glad to accept your invitation to be represented in this important conference, as she will always be ready to respond to the call made to us all by the many interests which, like that of territorial situation, bind us so closely. Particularly during the last few years have these interests been better understood and it is but an act of simple justice to recognize and proclaim the very active and commendable part taken by the sons of this privileged Nation toward strengthening more and more the ties that bind her to the other American Republics.

Very modest as may seem our cooperation toward this great end, our endeavor has been constant and firm. Costa Rica does not count her inhabitants by millions, nor does she measure the extent of her territories by the hundreds of thousands of square miles, but she knows that, though greatness of size is certainly desirable, it is not the acme of happiness; and she realizes that small nations may aspire to moral greatness, which exists where justice rules, where the general good is the supreme law, and where the aspiration is toward the consideration and respect of other nations in the common advancement of civilization.

Not along ago, in the first part of last year, on that occasion when Costa Rica was honored with the visit of the Secretary of State of the United States, the Hon. Philander C. Knox, the President of the Republic, Señor Don Ricardo Jimenez, expressed, among others, the following sentiments:

I hope, sir, that the personal knowledge of our institutions and customs may excite in you a feeling of true pride and pleasure on seeing many of the seeds of good Govern-

ment bearing fruit in this little corner of America, snatched from your fields of liberty by the winds that carry civilization from country to country and dropped by them here and there in all parts of the world.

"There will be perpetual peace between the United States and the Republic of Costa Rica." These were the prophetic words of Daniel Webster, stamped on the treaty of 1851 which bears his signature. Consecrated by the lapse of time the things that have happened since then have confirmed this prophesy. Our mutual relations of countrymen with countrymen have grown steadily. We sell in the markets of the United States 60 per cent of our exportations and, in exchange, we buy in them 60 per cent of the articles that Costa Rica imports. This present condition of reciprocity is an excellent sign that foretells the firmness of our future relations.

In negotiating, we enter into mutual relations with others, and to have intercourse with others is to be known, to be appreciated, and to consolidate friendship. Attracted by the fertility of our soils and the riches of our mines, and I presume, attracted also by our peacefulness and by the respect and regard we show to foreigners, their properties and creeds, you will find here a great number of your fellow countrymen managing large capitals of their own or of persons who reside in the United States. Far from frowning upon their good luck, we are pleased to see it, and as their gains are not derived through legislative favors, their prosperity does not diminish, but on the contrary, helps to augment vigorously the prosperity of the nation.

Gentlemen, these sentiments, emanating from the highest authority of my country, sum up all that I could tell you; they make evident the spirit that guides us in our intercourse with the United States, and, as to other nations, it is Costa Rica's pride to count among her inhabitants many of their sons who also have contributed to her progress, and to be able to say that at no time has complaint been made to their Governments of unjust acts of the authorities against any of the foreigners that have visited the country or made it their permanent residence.

The progress of our political institutions is evident, and the stability of our Government a consequent fact, demonstrated by the legal succession of one administration after another, for the same period as yours, in so regular a manner that it is our boast to count among our noted citizens no less than five living ex-presidents—Bernardo Soto, 1886–1890; Jose J. Rodriguez, 1890–1894; Rafael Iglesias, 1894–1902; Ascension Esquivel, 1902–1906; Cleto Gonzalez Viquez, 1906–1910—and not a single exile from the country. These facts bespeak the character of the Costa Rican people and their love of order and justice.

Costa Rica, selected by her sister Republics of Central America, is honored with having in her capital city the first permanent court of international justice ever established on this continent.

Public instruction in Costa Rica receives preeminent attention from the Government and people. It is free and compulsory, based on a plan fundamentally the same as that of the United States.

In regard to matters relative to sanitation, it is well known that Costa Rica omitted no effort nor expense to place the country as it is in the same satisfactory condition as the Canal Zone.

The credit of Costa Rica is good as she meets her foreign and domestic obligations scrupulously, and as she lives in peace with herself and with all her neighbors, enjoying the best relations with the whole world.

Our foreign commerce, divided nearly half and half between importations and exportations, exceeded \$20,000,000 for the past year, which means \$50 for each inhabitant. We have railroad communication with both oceans, and our Atlantic port at Limon was visited last year by 473 merchant steamers as well as 57 sailing

vessels—an advance due principally to the enterprise of the American United Fruit Co.

The same facilities do not as yet exist on the Pacific side, where the Government is engaged in several works of improvement, but the opening of the Panama Canal will doubtless stimulate an active development of the now dormant abundant natural resources of that extensive region.

Summing up the general indications that I have endeavored to present to you, I feel justified in the assertion that, as an orderly, progressive, and peaceful nation, Costa Rica is a worthy neighbor of the greatest and most important work of the century; that, in her development, she is well prepared for the opening to world commerce of the Panama Canal, that great undertaking worthy of a great people, from which the whole world will derive such immense benefit and to which Costa Rica looks for a strong influence highly beneficial to her material progress and advancement in the blessings of civilization.

**ADDRESS OF MR. M. J. FERREIRA DA CUNHA, CONSUL GENERAL
OF BRAZIL AT NEW YORK.**

MR. CHAIRMAN, LADIES, AND GENTLEMEN: Brazil, the twin sister of the South, your coworker in the progress of commerce, thanks you for the cordial and welcome invitation extended her to take part in this important congress.

Commerce is certainly a measure by which the progress of a nation is judged, and I can proudly inform you that the commerce of Brazil during the last decade has increased threefold. In 1902 the external commerce of the United States amounted to two thousand three hundred and thirty millions; in 1912 to four thousand two hundred and seventeen millions. In 1902 the external commerce of Brazil was two hundred and ninety millions; in 1912 it had jumped to six hundred and seventy millions, a growth of three hundred and eighty millions in a decade. The commerce between the United States and Brazil 10 years ago was eighty-three millions; last year it had mounted to one hundred and seventy-four millions, or a twofold increase.

This commerce will reach immense proportions when Brazil begins to import your fine coal, as she already does your lumber, for the consumption of our industries, navigation, and railways. England to-day exploits this important commerce of many millions of dollars annually.

For the success of our commerce, however, we need better transportation, better banking facilities, and the American manufacturers must cater to our tastes and needs, as do the Europeans. The Europeans make extraordinary efforts to attract our buyers. We must bear in mind that in a matter of business profit enters largely; therefore the purchase is made where the best terms are offered. Your manufacturers would accomplish much by visiting us, informing themselves of the origin of our goods and of our tastes, the terms offered by the Europeans, the manner of packing, and the freight they pay, etc. Instead of sending clerks, go personally. We have splendid hotels, and our cities are beautiful. During the last 20 years our navigation has advanced materially; vessels which were first class then can hardly be classed now as of second. A voyage consumed 23 days, whereas now it can be made in 16 days. Twenty years ago few first-class passages were sold; to-day the average number of first-class passengers amounts to over 200 per vessel, and accommodations must be secured a month ahead of time.

With these travelers the commerce is booming, and Americans begin to enter into our fields and industries. You have transformed your deserts and arid lands into blooming paradises. In Brazil, where Nature is so generous, wonders can be done, and we welcome your cooperation in our development.

The Panama Canal will cause a transcendental transformation in the commerce of the world—to the benefit of America firstly and to all humanity in general. The two largest and richest nations are going to further strengthen their already cordial relations and to march united and in perfect harmony of ideals on the road of progress to that end which their common destinies are leading them. This and later congresses will produce an “entente cordiale” between the American people, pointing the way of progress for the welfare of humanity.

Brazil, the mother of Oswaldo Cruz and Santos Dumont, congratulates herself with the worthy compatriots of Fulton and Edison.

RESOLUTIONS ADOPTED AT THE CONVENTION.

THE PRESIDENT'S ATTENDANCE.

Whereas the Southern Commercial Congress has enjoyed, under most extraordinary circumstances, a visit from the Hon. Woodrow Wilson, beloved President of the United States: Now, therefore, be it

Resolved, That the Southern Commercial Congress hereby voices the unanimous sentiment of the south in appreciation of the signal honor manifest in the attendance of the President of the United States at its opening session on Monday morning, October 27, 1913, a date to be remembered as long as men shall live and liberty shall flourish. And it desires to record in strongest, sincerest terms the south's universal approval of the sentiments of that immortal address enunciating the corollary of the Monroe doctrine, a sentiment which marks the climax of statesmanship in its expression of the conscience of twentieth century civilization emblazoning on the bulletins of world progress the welcome news of "Peace on earth and good will among all the nations thereof."

PANAMA PEACE RESOLUTION.

The Southern Commercial Congress, this day, October 28, 1913, assembled in Mobile, Ala., hereby votes the Panama peace resolution to promote a universal effort among commercial bodies for the establishment of official international conferences for the purpose of furthering a world-wide feeling of friendliness and good will and assuring between the nations the existence of arbitrary jurisdiction conceived in the widest sense of the term, and of a nature to assure an equitable solution of all international disputes, either between individuals of different nations or between the nations themselves, that universal trade and commerce may be unimpeded by war and the present burdens by preparations for war.

Furthermore, in the spirit of that profound, and it may be epoch making, address delivered by our honored President, Woodrow Wilson, to the Southern Commercial Congress, on October 27, we hereby resolve to voice the international principles he then advanced, and we earnestly urge all citizens of our beloved land to support to the uttermost all official endeavor to have the United States of America establish its foreign policy on the "basis of morals," rather than on a "basis of expediency," thus declaiming to our sister nations throughout the world the only secure foundation for all international relations.

PAN AMERICAN RESOLUTION.

Whereas the following resolution was unanimously adopted by the Board of Governors of the Pan American Union, namely: "*Resolved*, That the proposed conference (the Pan American Commercial Conference, planned to be held under the auspices of the Pan American Union this autumn) be postponed, and such cooperation as may be deemed proper be rendered the organizers of the Southern Commercial Congress with respect to the fifth annual convention, to be held in Mobile, Ala., October 27-29; and that Senator Fletcher, the president of the said congress, be informed of this action."

And whereas Ministers Calvo, Calderon, Pezet, and Morales of the governing board, and Director General Barrett have cooperated actively by their presence and addresses; have participated in the deliberations of the Fifth Annual Convention of the Southern Commercial Congress; now therefore be it

Resolved by the Southern Commercial Congress in convention assembled in the city of Mobile, Ala., this the 29th day of October, 1913; That the thanks of the congress be hereby tendered to—

1. The board of governors of the Pan American Union for their generous action in postponing the biennial Pan American Commercial Conference, thereby giving an official international significance to the congress.

2. Ministers Calvo, Calderon, Pezet, and Morales for their attendance and addresses, making a notable contribution to the expressed friendly and trade relations now existing, and of closer friendly and trade relations between the Latin-American countries and the United States.

3. Director General John Barrett for his personal and official interest and cooperation, for advice offered in planning the fifth annual convention, and for assistance extended through him by the Pan American Union.

Resolved further, That the Southern Commercial Congress hereby announces the dedication of its best endeavors to reciprocate for all courtesies and aid rendered by the Pan American Union, and further pledges itself to the work of cementing, with the aid of friendship and hospitality, the relations between the United States and the Latin-American countries.

RESOLUTION SUBMITTED BY HON. F. A. PEZET, MINISTER OF PERU TO THE UNITED STATES, AND UNANIMOUSLY PASSED BY THE SOUTHERN COMMERCIAL CONGRESS.

Resolved, That the Southern Commercial Congress indorse the idea of bringing the nations of the Americas closer together in bonds of amity through a better knowledge of the nations among themselves.

Resolved, That in order to attain this it becomes necessary to teach the children of the Americas to know and to respect the other nations of the continent, and that this can be attained by having books written in simple language telling of the histories past and present of each nation and distributed among the schools of all the American nations,

so that the coming generation of our future citizens may grow up in esteem and respect of each other.

Whereas one important part of the work of the Southern Commercial Congress has led logically to a consideration of the whole question of an increase of our foreign commerce; and

Whereas it is deemed wise and desirable, in view of the opening of the Panama Canal, to inaugurate a practical plan for cultivating friendly trade relations with Latin American countries and other lands; therefore be it

Resolved by the Southern Commercial Congress, in convention assembled, in the city of Mobile, Ala., this the 29th day of October, 1913,
That the executive officers of the congress are herewith urged to take immediate steps in launching a campaign of propaganda toward this end, and in the execution of some plan that will forcibly present the raw materials and the manufactured products of the United States to the attention of the peoples of the world.



